

# Board Leadership

January 9, 2024 | Florian Gardens, Eau Claire

## INSTRUCTOR

Kevin Sump

## PROGRAM

Registration: 8:30 a.m.

Program: 9 a.m.–4 p.m.

## REGISTRATION

**Cost:** 1-1/2 WECA Skill Builder Credits

**Register online at:**

[http://www.weca.coop/calendar\\_list.asp](http://www.weca.coop/calendar_list.asp)

## REGISTRATION DEADLINE

Friday, December 8

## LOCATION

**Florian Gardens Conference Center**

2340 Lorch Avenue

Eau Claire, Wisconsin

Phone: (715) 832-8836

## ROOM BLOCK

**Holiday Inn South**

4751 Owen Ayres Court

Eau Claire, WI 54701

(715) 830-9889

**Room Block Name:** Wisconsin Electric Cooperative Association

**Room Block Rate:** \$125.95 (double queen)

**Room Block Expires:** Friday, December 8

Rooms may be available under the room block after the cut-off date only if the hotel has rooms available. Contact the hotel directly to book rooms after the deadline.

## FOR MORE INFORMATION

Contact Wendy Fassbind at (608) 467-4589 or [wendy@weca.coop](mailto:wendy@weca.coop)

# Moving the Fence: A Guide to Shared Services, System Mergers, and Territorial Acquisitions

**NRECA Course 973.1**

**1-1/2 WECA Skill Builder Credits**

Co-op service territory is generally viewed as static and unchanging, presenting few growth opportunities or scale for performance improvement. However, opportunities abound through cooperatives collaborating in “shared services” agreements, examining the advantages and benefits of merger or consolidation, partial territorial acquisition of an IOU, or completely purchasing and absorbing a municipal electric system. This course is designed to help directors navigate the pros and cons of each of these strategies.

### Key topics:

- Identify potential shared-service opportunities, structures, and benefits.
- Understand and apply the board’s role versus management’s role in identifying and implementing shared service arrangements.
- Identify fundamental building blocks of a successful combination of two electric cooperatives.
- Understand key questions boards must discuss in contemplating a merger or consolidation, critical steps that must be taken in a merger or consolidation process, a proposed structured process, and essential outreach and communications with staff, employees, and members.
- Discuss tactics, strategies, and benefits of territorial acquisition and examine case studies of territorial acquisition.

## Thank you to our program sponsors!



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